

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BONN

INFO AMEMBASSY BERLIN

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL HAMBURG

AMCONSUL FRANKFURT

AMCONSUL MUNICH

AMCONSUL STUTTGART

UNCLAS STATE 206123

E.O. 11652: N/A

TAGS:BEXP, GW

SUBJECT:FY '75 COUNTRY COMMERCIAL PROGRAM FOR GERMANY:

PROGRESS REPORT NUMBER 3

REFERENCE: BONN 11163

1. THE WASHINGTON COMMERCIAL ACTION GROUP FOR GERMANY MET AUGUST 13, 1975 TO REVIEW SUBJECT REPORT.

2. THE GROUP COMMENDS THE POST FOR AN EXCELLENT AND COMPREHENSIVE REPORT AND THE COMMENTS AND RECOMMENDATIONS CONTAINED THEREIN.

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3. WHILE ACHIEVEMENT OF NUMERICAL GOALS IS STILL SIGNIFICANT, QUALITATIVE ANALYSIS WILL PLAY THE MAJOR PART IN CCP REPORTING ON FY '76. IN PARTICULAR, DOLLAR GOALS ARE OFLESSOR IMPORTANCE, BECAUSE OF DIFFICULTY IN MEASURING ACHIEVEMENT.

4. FOR FY '76, THE POST IS INVITED TO SUGGEST SUBSTANTIVE CHANGES IN THE CCP WHERE CIRCUMSTANCES WARRANT. THE POST'S RECOMMENDATION, AND SUBSEQUENT ACTIONS BOTH AT THE POST AND IN WASHINGTON CONCERNING THE ACTIVATION OF THE DEFERRED PROJECT AT THE HANNOVER FAIR, IS A CASE IN POINT. INGERSOLL

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